

# Army Acquisition Reform Newsletter



Volume 5, Issue 1

12 January 1999

Army Acquisition Reform Web Site: <http://acqnet.sarda.army.mil/acqref/default.htm>  
Questions? Contact LTC Dan Gallagher, (703) 681-9479, [gallaghd@sarda.army.mil](mailto:gallaghd@sarda.army.mil)

## U.S. Army Communications and Electronics Command (CECOM) Commercial Item Procurement Success

Utilizing the Clinger-Cohen Act authorization, CECOM has successfully used the three year test program which allows agencies to use simplified acquisitions procedures for commercial items above the simplified acquisition threshold but not exceeding \$5 million. The following solicitations provide insight from both industry and government perspectives.

The All Source Analysis System (ASAS) model exchange acquisition took only 77 days from requirements determination to award. This was a 41 percent savings over normal cycle time for that type of procurement. Proposals were received nine days after solicitation and evaluated in four. Synopsis took 15 days and the pre-award survey took 34 days. There were three offers, two large businesses and the winner Federal Computer Corporation, a small business.

The traditional sole-source buy for tool kits to support the ON-373A/GRC radio had a steadily climbing price history. Going competitive in the commercial marketplace using simplified acquisition procedures saved \$127,288 and took only 50 days.

A sole-source buy from Nuclear Research Corporation (NRC) for \$907,500 took only 31 days. It used a synopsis solicitation for a radiacmeter subassembly. A letter to the procurement analyst from NRC's senior vice president stated, "This entire process represents a phenomenal improvement over the old ways of doing business with the government." The contracting officer on the acquisition also noticed reduced bid and proposal costs, decreased cycle time and reduced administrative effort on both sides. The unit price also was reduced from \$1,875 to \$1,650.

Additionally, the Office of Federal Procurement Policy has established a forum on its Acquisition Reform Network Water Cooler Web site (<http://www.arnet.gov>) to discuss experiences with using simplified procedures up to \$5 million.

POC for this article is Mr. Infanti  
Commercial : (732) 532-3028